

■ *Who is Cerner?*

- ◇ Headquartered in Kansas City
- ◇ In business for over 30 years
- ◇ Solely dedicated to healthcare IT
 - Largest stand-alone HCIT vendor
 - Used by nearly 3,300 practices everyday
- ◇ 900+ Physicians, Clinicians, Practice Managers on staff



Cerner: Stability, Commitment to Maryland

■ One Focus since 1979: Healthcare Information Technology

- ◇ Consistent leadership of three founders
- ◇ Largest stand-alone HIT company
- ◇ World Wide, Scalability

■ Committed to Automating Physician Practices

- ◇ Harness Cerner's years of healthcare technology experience and billions in R&D
- ◇ *PowerWorks Delivery Model*

■ 7,600+ associates, including 900 clinicians

■ Investments in the health of Maryland

- ◇ *Cerner Hospital, Life Bridge*

What is PowerWorks?

■ Provide a Top-tier Physician Solution

- ◇ *Electronic Medical Record*
- ◇ *Practice Management*

■ Reduce Barrier of Entry

- ◇ *Application Services Provider (ASP)*
- ◇ *Deferred Payment Model*

■ Deliver Speed to Value

- ◇ *Defined Implementation Methodology*
- ◇ *8-12 Week Implementation Timeframe*

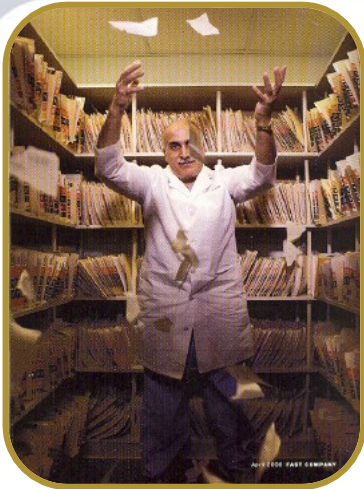
■ Interoperability – Cerner Hub

- ◇ *Physician Office and Health System*
- ◇ *Physician office to Physician Office*

**85-90% of Physicians in the US
have not adopted an EHR**



Benefits Consistently Realized



Dr. George Saleh
Kansas City, Mo.



Dr. Jennifer Kay
Council Bluffs, Ia.

- **“When I walk out of the office each day, I’m done. I don’t have to dictate a stack of charts.”**
 - *Dictation dropped from \$1,200/month to \$60/month.*
 - *Accesses his patient charts from his home or at the hospital.*
 - *Obtains reimbursement within a week, where in the past it took 6-8 weeks.*

- **“We aren’t searching for paper charts or scanning documents. We saved \$41,000 in one year in transcription costs.”**
 - *Saved \$3,000 a year in chart storage.*
 - *No maintenance and it’s mobile.*
 - *Up codes many office visits because of thorough documentation on every patient encounter*

Incentives for Health IT Adoption

Awaiting your participation ...

■ E-Prescribing

- ◇ *Up to 2 percent incentive on total allowed Medicare charges*
- ◇ *Average bonus from \$2,000 to \$3,000 per year*

■ Care Quality Reporting

- ◇ *Up to a 2 percent Medicare bonus for participation in Physician Quality Reporting Initiative (PQRI)*
- ◇ *The average bonus from \$635 to \$4,700 per year*

■ American Recovery & Reinvestment Act



The American Recovery & Reinvestment Act



- Signed by President Obama on February 17, 2009
- \$35 billion investment in Healthcare IT (HIT) over 5 years through Medicare and Medicaid Incentives
- Eligible Providers must adopt a qualified EHR and report quality data
- Cerner is committed to help physicians obtain incentives through education, continued research and automation

Physician Incentive Calculations

MEDICARE

- **75% Medicare bonus payment, not to exceed \$44,000 over 5 years**
- **Medicare penalties starting 2015 – 1% per year reduction in fee sch.**

Fiscal	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6		Total	NPV
2011	\$18,000	\$12,000	\$8,000	\$4,000	\$2,000	\$0	=	\$44,000	\$34,821
2012	\$18,000	\$12,000	\$8,000	\$4,000	\$2,000	\$0	=	\$44,000	\$31,075
2013	\$15,000	\$12,000	\$8,000	\$4,000	\$0	\$0	=	\$39,000	\$26,568
2014	\$12,000	\$8,000	\$4,000	\$0	\$0	\$0	=	\$24,000	\$15,542
2015	\$0	\$0	\$0	\$0	\$0	\$0	=	\$0	\$0

MEDICAID

- **Medicaid reimburses 85% net allowable costs for 6 years**
- **Does not have to initially be a “meaningful user”**
- **No Medicaid penalties**

Fiscal	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6		Total
2011-16	\$21,250	\$8,500	\$8,500	\$8,500	\$8,500	\$8,500	=	\$63,750

Qualifying for ARRA Incentives

■ Be an “eligible” hospital or professional

- ◇ *Medicare: MD, DO, DDS, DDM, DPM, OD, DC*
- ◇ *Physician, Dentist, Certified Nurse Midwife, Nurse Practitioner, Physician Assistant in rural health clinic or Federally-qualified health center*

■ Meaningful use of certified EHR technology

■ EHR Must Facilitate Information exchange



■ Report on Clinical Quality Measures

Known Requirements (Awaiting details)	Cerner Capabilities
<i>Record includes demographic and clinical health information</i>	✓
<i>Clinical decision support</i>	✓
<i>E-Prescribing</i>	✓
<i>Provide automated reports for health care quality standards</i>	✓
<i>Exchange electronic health information</i>	✓

Cerner's Alignment with ARRA Incentives

■ Deferred Payment Options

◇ Align EMR Payments to Stimulus Dates

- *Defer Monthly EMR fees until January 1, 2012, repayment through end of contract term*

◇ Up Front Fees – paid monthly until January 1, 2012

- *EMR, Practice Management, Business Office Services, Hardware*

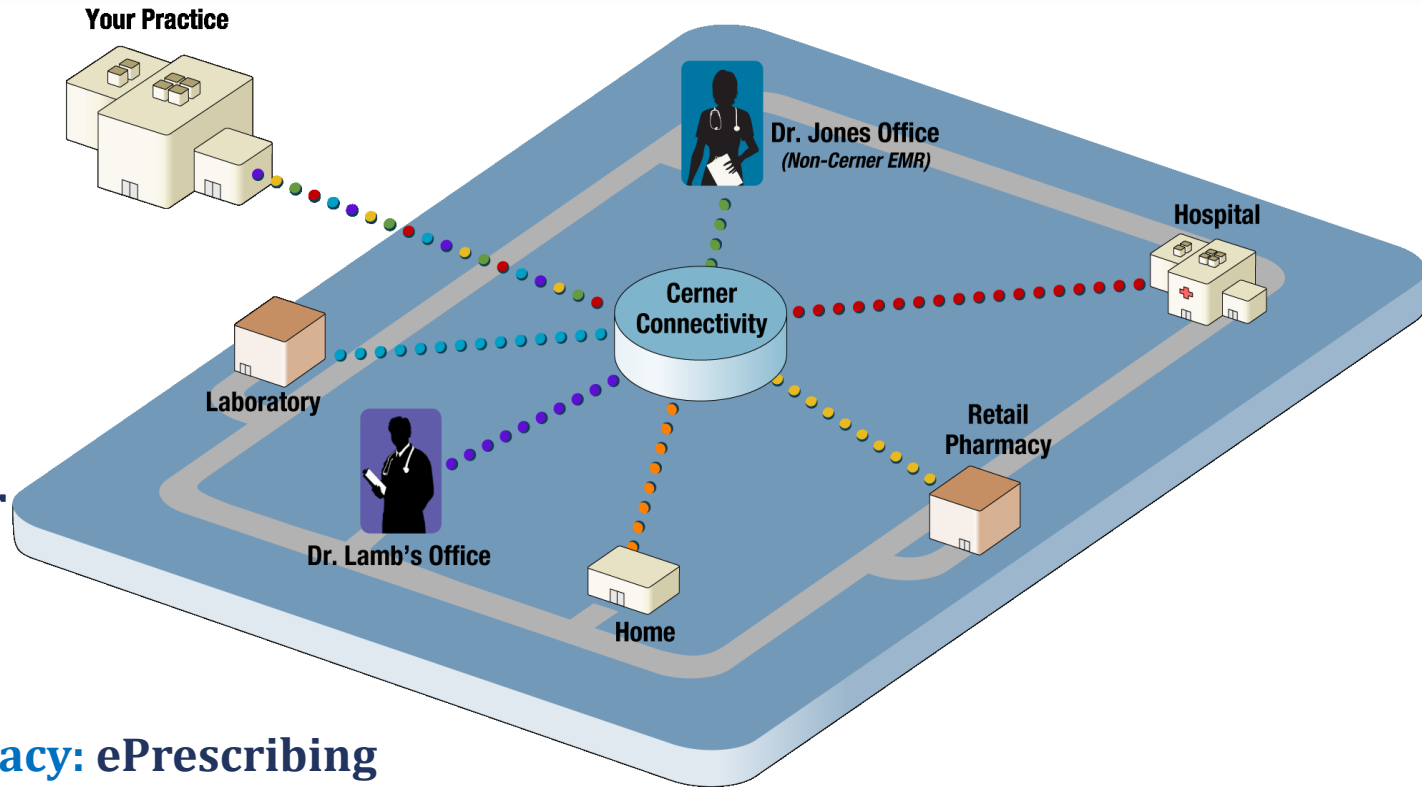
■ Sign Up Early

◇ *Beat the implementation rush*

◇ *Guarantee implementation prior to January 1, 2011*

Cerner Interoperability Capabilities

Electronic Transmission Of Data through Cerner Hub



- **Retail Pharmacy:** ePrescribing
- **Laboratory:** outbound orders, inbound results
- **From Hospital:** Results, documents, medications, allergies, problems
- **To Hospital:** Documents
- **Home:** Personal Health Record
- **Physician Offices (Cerner & Non-Cerner):** Referral management

Cerner PowerWorks

■ What is **PowerWorks™**

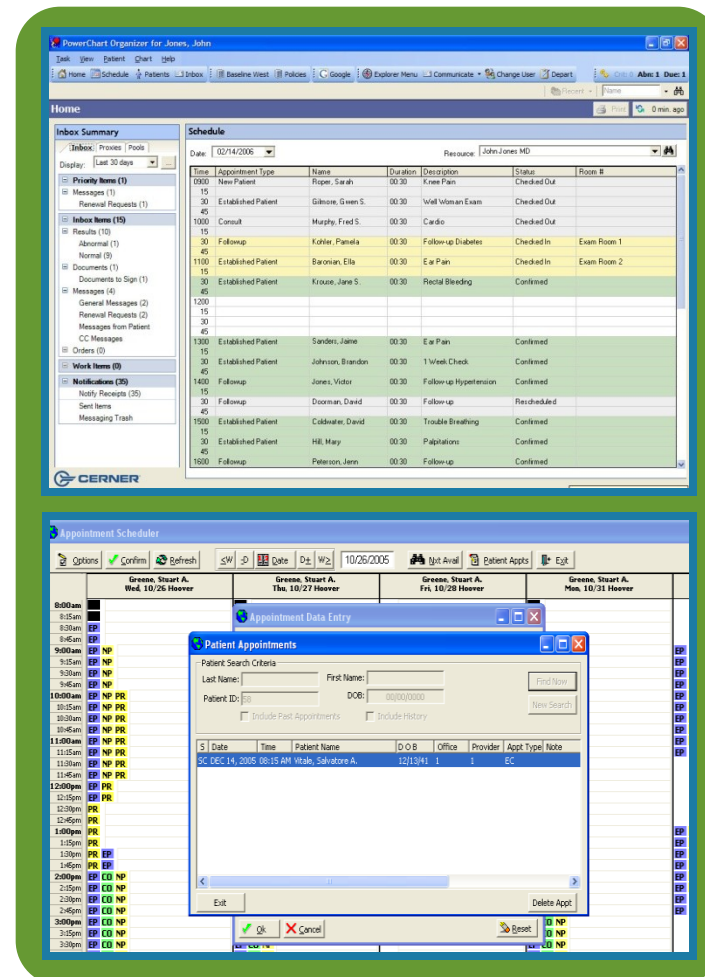
◇ Complete ambulatory clinical and practice management solutions

- *Electronic Medical Record*
- *Practice Management*
- *EDI Services*
- *General Laboratory*
- *Consumer Portal*

◇ All-inclusive package

- *Installation*
- *Training*
- *24x7x365 support*
- *All future software upgrades*

◇ Deployed via ASP model



Condition Management -- Available to all Users Today in PowerWorks

ZZTESTCPHY, Douglas

Age: 61 years

MRN: 00000486

FIN: 00176 | 8/17/2007 2:19 PM | Ambulatory Care III | Outpatient | <No - Reason for visit>

PCP:

Allergies: aspirin, penicillin, penicillins, ram...

Gender: Male

DOB: 3/19/1948

IQHealth: No

Weight:

Address:

Phone:

Menu - Standard

Clinical Summary

Available Summary x
Clinical Summary
CAD
Diabetes
Hypertension
Heart Failure

Print 3 minutes ago

Chart Overview

Clinical Summary

Flowsheets / Results (N...

Result Flowsheets

Documentation / Viewer

Note / Scan / Import

Diagnoses and Problems

Allergies + Add

Medications (PowerOrd... + Add

Medications (Profile)

Prescriptions (EasyScript)

Histories

Immunizations

Health Maintenance

Direct Charting (INet)

Direct Charting (Flowsh...

Orders / Charges (Powe... + Add

Orders / Charges (Supe...

Tasks

Charted Forms

Patient Information

PWx Prenatal Summary ...

Clinical Summary

ZZTESTCPHY, Douglas DOB: 03/19/1948 AGE: 61 Years MRN: 00000486 Sex: Male [Available Summaries](#)

Problem List

Back Pain, Low, Lumbar region	724.2
COUGH	786.2
COPD	496
FAMILY HISTORY OF DIABETES MELLITUS	V18.0
CONGESTIVE HEART FAILURE, UNSPECIFIED	428.0
copd	
STREPTOCOCCAL SORE THROAT	034.0
Hepatitis B virus vaccine	
ACUTE TONSILLITIS	463
Chronic hepatitis C	070.44
Rectal Bleeding	569.3
Diabetes mellitus type 2 in obese	

Allergies

aspirin	None Documented
penicillin	None Documented
penicillins	None Documented
ramelteon	None Documented

Home Medications

Rx: multivitamin	1tab(s) PO Daily
Rx: fluticasone-salmeterol	1puff(s) INH BID
Rx: fluticasone-salmeterol	2puff(s) INH BID
Rx: multivitamin	1tab(s) PO Daily
Rx: hydrochlorothiazide-losartan	1tab(s) PO Daily
Rx: albuterol-ipratropium	2puff(s) INH QID
Rx: vardenafil	20mg 1tab(s) PO Daily
Rx: potassium chloride	10mEq 1tab(s) PO BID

Vital Signs & Measurements

	Latest Result	Previous Result(s)	
T:	H 102.0 DegF (10/18/07 08:37)	98.9 DegF (05/16/07 09:42)	--
BP:	125/90 mmHg (05/02/08 16:48)	152/90 mmHg (10/18/07 08:37)	130/90 mmHg (05/16/07 09:42)
HR:	not documented	--	--
RR:	not documented	--	--
Wt:	not documented	--	--
BMI:	not documented	--	--
Pain:	not documented	--	--

General Labs

	Latest Result	Previous Result(s)	
BUN:	13 mg/dL (05/02/08 16:44)	--	--
Cr:	78 mg/dL (05/02/08 16:44)	--	--
Total Chol:	175 mg/dL (05/02/08 16:44)	--	--
HDL:	70 mg/dL (05/02/08 16:44)	--	--
LDL:	89 mg/dL (05/02/08 16:44)	--	--
Trig:	65 mg/dL (05/02/08 16:44)	--	--

Current and Active Visits

Visits

Date	Type	Location	Attending	Visit Reason
08/17/07	Outpatient	Ambulatory Care		
07/12/05	Outpatient	Ambulatory Care		

PowerWorks EMR Tiers

PowerWorks offers tiers of solution functionality allowing providers to “toe the water” in moving from paper to electronic workflows. This allows a health system to provide a true community strategy as all providers may not be ready for EMR Day 1. Also allows the providers to adopt additional functionality if and when they are ready.

PowerWorks ePrescribe™

- Medication orders
- Medication education
- Multum: drug-drug
- Multum: drug-allergy
- Medication profile
- Allergies
- Inbox, proxies, and pools
- Formulary and eligibility checking (coming soon)
- Free practice management interface for PowerWorks clients

PowerWorks EMR Lite™

PowerWorks eRx capabilities, plus:

- Immunizations
- Health maintenance
- Reporting
- Orders: Non-medications
- Patient and diagnosis Lists
- Decision support
- Family, social, procedure, and medical histories
- Nursing documentation

PowerWorks EMR®

PowerWorks EMR Lite capabilities, plus:

- Complete and flexible physician documentation

*Lab and Radiology interfaces available for all tiers.



QUESTIONS?

Jerry Reifeiss
816-201-4039
Jerry.Reifeiss@Cerner.com